

Pennsylvania Milk Marketing Board
SALES INTO PMMB AREA 2 BY TYPE OF MILK
Year 2022 Data

Item (1)	All Dealers Selling into Area (%)	Area 2 CRH Cross-section Dealers (2) Selling into Area (%)
Standard Whole Milk	36.43	36.68
Reduced Fat 2% Milk	27.00	27.06
Lowfat 1% Milk	12.09	13.26
Nonfat Milk	6.71	6.31
Mixed Milk	4.06	1.42
TOTALS	86.30	84.73

Footnotes:

- 1.) Top 5 selling controlled milk products for Area 2 based on Year 2022 sales.
- 2.) Area 2 CRH Cross-Section Dealers:
 - Clover Farms Dairy Company
 - DFA Dairy Brands Fluid, LLC – Schuylkill Haven
 - Milk Industry Management Corp. (dba Balford Farms)
 - Monroe County Milk Producers Coop Assoc. (dba Pocono Mountain Dairies)
 - Turkey Hill, LLC
 - Valley Farms Dairy, LLC

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2

COSTS AND POINTS FOR PROCESSING, PACKAGING & DELIVERY
YEAR 2022 DATA

Cost Center	Weighted Costs	Weighted Points	Cost per Point
Rec, Lab & Field	\$ 1,208,374	53,453,728	\$ 0.0226
S&P	\$ 1,855,066	81,141,775	\$ 0.0229
Bottling	\$ 4,124,291	76,409,492	\$ 0.0540
Cold Room	\$ 6,940,962	107,153,896	\$ 0.0648
Delivery	\$ 13,567,833	76,492,257	\$ 0.1774
Selling	\$ 1,644,378	87,171,605	\$ 0.0189

Total Cost per Point **\$ 0.3606**

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**CONTAINER COSTS
YEAR 2022 UNITS (@ APRIL 2023 COSTS)**

A		B	C	D	E	F	G	H
					(C + D)			(F x (1+G))
Container Size		Blow Molded or Purchased	Weighted Costs	Weighted Units	Weighted Cost per Unit	Updated (to OCT-2023) Cost per Unit	Weighted Shrinkage Factor (%)	Adjusted for Shrinkage Cost per Unit
GALLON	Plastic	Blow Molded	\$ 368,523	2,351,623	\$ 0.1567			
		Purchased	\$ 1,040,896	3,401,344	\$ 0.3060			
			\$ 1,409,419	5,752,967	\$ 0.2450	\$ 0.2361	1.53%	\$ 0.2397
1/2 GALLON	Plastic	Blow Molded	\$ -	-	\$ -			
		Purchased	\$ 1,172,357	5,908,055	\$ 0.1984			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 1,172,357	5,908,055	\$ 0.1984	\$ 0.1852	1.22%	\$ 0.1875
QUART	Plastic	Purchased	\$ 374,155	2,054,412	\$ 0.1821			
	Paper	Purchased	\$ 8,432	74,923	\$ 0.1125			
	Combined		\$ 382,587	2,129,335	\$ 0.1797	\$ 0.1807	1.57%	\$ 0.1835
PINT	Plastic	Purchased	\$ 250,575	1,933,987	\$ 0.1296			
	Paper	Purchased	\$ -	-	\$ -			
	Combined		\$ 250,575	1,933,987	\$ 0.1296	\$ 0.1297	1.62%	\$ 0.1318
12 Ounce ⁽¹⁾		Purchased			\$ 0.0630	\$ 0.0630		\$ 0.0630
10 Ounce ⁽¹⁾		Purchased			\$ 0.0855	\$ 0.0855		\$ 0.0855
1/2 PINT	Plastic	Purchased	\$ 14,745	155,093	\$ 0.0951	\$ 0.1187	0.92%	\$ 0.1198
	Paper	Purchased	\$ 503,159	16,024,508	\$ 0.0314	\$ 0.0394	0.85%	\$ 0.0397
4 Ounce	Paper	Purchased	\$ 7,949	209,298	\$ 0.0380	\$ 0.0380	1.53%	\$ 0.0386
Bulk Per Quart		Purchased	\$ 78,363	1,015,732	\$ 0.0771	\$ 0.0771	1.30%	\$ 0.0781

Footnote:

1. None of the Area 2 cross-section Dealers bottled price-Controlled product in this size container during Year 2022. The cost per unit presented is per a prior year.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2

COSTS AND POINTS FOR INGREDIENTS, CONDENSED & POWDER
YEAR 2022 POUNDS (@ APRIL 2023 COSTS)

Product	Weighted Costs	Weighted Pounds	Cost per Pound
Standard (Whole) Milk	\$ 473	34,625,576	\$ -
Reduced Fat (2%) Milk	\$ 1,735	24,826,939	\$ 0.0001
Low Fat (1%) Milk	\$ 921	12,666,975	\$ 0.0001
Non Fat (Skim) Milk	\$ 754	5,814,120	\$ 0.0001
Flavored Milk	\$ 158,700	3,293,246	\$ 0.0482
Flavored Reduced Fat Milk	\$ 166,257	3,836,843	\$ 0.0433
Flavored NONFAT Milk	\$ 58,006	2,411,538	\$ 0.0241
Buttermilk ⁽¹⁾			\$ 0.0326
Egg Nog	\$ 17,534	70,620	\$ 0.2483

Footnote:

1. None of the Area 2 cross-section Dealers bottled Buttermilk during Year 2022. The cost per pound presented is per a prior year.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**COSTS AND (REVENUES) FOR SHRINKAGE AND BULK SALES
YEAR 2022 DATA**

	A	B	C	D	E	F	G
						- (C - D - E)	
	Product Pounds	Butterfat Pounds	Revenue	Raw Costs	Additional Processing Costs	Net Cost or (Profit)/Loss	Weighted Cost or (Profit)/Loss
1 Shrinkage	17,469,204	16,990,624	n/a	\$ 3,600,180	n/a	\$ 3,600,180	\$ 333,930
2 Bulk MILK - diverted	-	-	\$ -	\$ -	n/a	\$ -	\$ -
3 Bulk MILK - transferred	22,461,719	761,654	\$ 5,573,794	\$ 4,994,788	\$ 838,862	\$ 259,856	\$ 73,206
4 Bulk MILK - TOTAL (Rows 2 + 3)	22,461,719	761,654	\$ 5,573,794	\$ 4,994,788	\$ 838,862	\$ 259,856	\$ 73,206
5 Bulk CREAM - transferred	17,485,624	7,344,005	\$ 27,136,702	\$ 25,213,989	\$ 565,279	\$ (1,357,434)	\$ (275,482)

	H	I	J
			(H ÷ I)
Cost/(Revenue) Factor	Weighted Costs	Weighted Pounds	Weighted Cost per Pound
6 Shrinkage (Row 1)	\$ 333,930		
7 Bulk MILK (Profit)/Loss (Row 4)	\$ 73,206		
8 Bulk CREAM (Profit)/Loss (Row 5)	\$ (275,482)		
9 Total	\$ 131,654	101,622,837	\$ 0.0013

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**MILK COSTS BEFORE PACKAGING
OCTOBER 2023 MILK COSTS**

	Class I
Skim Rate	\$ 13.77
Butterfat Rate	\$ 3.0942

	A	B	C	D	E	F	G	H	I	J	K
			(B ÷ A)	(A - B)	(B X BF Rate)	(D X Skim Rate)	(E + F)	(G ÷ A)	(EX. 4)	(EX. 5)	(H + I + J)
Product Description	Product Pounds	Butterfat Pounds	Butterfat Percentage	Skim Pounds	Butterfat Value	Skim Value	Total Value	Cost per Pound	Ingredient Cost	Bulk Sale (Profit)/Loss	Total Cost per Pound
Standard (Whole) Milk	34,625,576	1,130,124	3.2638%	33,495,452	\$ 3,496,830	\$ 4,612,324	\$ 8,109,154	\$ 0.2342	\$ -	\$ 0.0013	\$ 0.2355
Reduced Fat (2%) Milk	24,826,939	481,051	1.9376%	24,345,888	\$ 1,488,468	\$ 3,352,429	\$ 4,840,897	\$ 0.1950	\$ 0.0001	\$ 0.0013	\$ 0.1964
Low Fat (1%) Milk	12,666,975	117,191	0.9252%	12,549,784	\$ 362,612	\$ 1,728,105	\$ 2,090,717	\$ 0.1651	\$ 0.0001	\$ 0.0013	\$ 0.1665
Non Fat (Skim) Milk	5,814,120	5,434	0.0935%	5,808,686	\$ 16,814	\$ 799,856	\$ 816,670	\$ 0.1405	\$ 0.0001	\$ 0.0013	\$ 0.1419
Flavored Milk	3,293,246	107,690	3.2700%	3,185,556	\$ 333,214	\$ 438,651	\$ 771,865	\$ 0.2344	\$ 0.0482	\$ 0.0013	\$ 0.2839
Flavored Reduced Fat Milk	3,836,843	38,135	0.9939%	3,798,708	\$ 117,997	\$ 523,082	\$ 641,079	\$ 0.1671	\$ 0.0433	\$ 0.0013	\$ 0.2117
Flavored NONFAT Milk	2,411,538	2,704	0.1121%	2,408,834	\$ 8,367	\$ 331,696	\$ 340,063	\$ 0.1410	\$ 0.0241	\$ 0.0013	\$ 0.1664
Buttermilk	35,843	564	1.5735%	35,279	\$ 1,745	\$ 4,858	\$ 6,603	\$ 0.1842	\$ 0.0326	\$ 0.0013	\$ 0.2181
Egg Nog	70,620	4,854	6.8734%	65,766	\$ 15,019	\$ 9,056	\$ 24,075	\$ 0.3409	\$ 0.2483	\$ 0.0013	\$ 0.5905

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**COST UPDATE ADJUSTMENT
1ST HALF COMPARISON (Year 2023 vs. Year 2022)**

A	B	C	D	E	F	G
				(A ÷ C)	(B ÷ D)	(E - F)
1ST HALF COSTS		1ST HALF POINTS ⁽¹⁾		1ST HALF COST per POINT		INCREASE
2023	2022	2023	2022	2023	2022	(DECREASE)

WEIGHTED LABOR COSTS	\$ 9,376,897	\$ 9,106,106	55,271,351	60,735,713	\$ 0.1697	\$ 0.1499	\$ 0.0198
WEIGHTED UTILITY COSTS	\$ 371,165	\$ 425,539	55,271,351	60,735,713	\$ 0.0067	\$ 0.0070	\$ (0.0003)
WEIGHTED INSURANCE COSTS	\$ 280,832	\$ 327,460	55,271,351	60,735,713	\$ 0.0051	\$ 0.0054	\$ (0.0003)

COST UPDATE ADJUSTMENT per BOTTLING POINT \$ 0.0192

Footnote:

1. For processing Dealers, Bottling points are used. For non-processing Dealers, Cold Room points are used.

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2

Diesel Fuel Costs Adjustment
Update of Diesel Fuel Costs from YEAR 2022 to AUGUST 2023

1. Weighted Diesel Fuel Costs - YEAR 2022	\$ 1,240,880
2. Average On-Highway Diesel Price per Gallon - YEAR 2022 (1)	\$ 5.354
3. On-Highway Diesel Price per Gallon - AUGUST 2023 (1)	\$ 4.516
4. Percent Change In Diesel Fuel Price per Gallon ((Line 3 - Line 2) ÷ Line 2)	-15.65%
5. Presumed Diesel Fuel Costs - AUGUST 2023 ((Line 1 X Line 4) + Line 1)	<u>\$ 1,046,659</u>
6. Change in Diesel Fuel Costs from YEAR 2022 to AUGUST 2023 (Line 5 - Line 1)	\$ (194,221)
7. Weighted Delivery Points - YEAR 2022	<u>76,492,257</u>
8. Change in Diesel Fuel Costs per Delivery Point (Line 6 ÷ Line 7)	<u>\$ (0.0025)</u>

Footnote:

1. Source: 'Weekly Retail On-Highway Diesel Prices' per Energy Information Administration website.
web address = https://www.eia.gov/dnav/pet/pet_pri_gnd_dcus_r1y_w.htm

PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2

Heating Fuel Costs Adjustment
Update of Heating Fuel Costs from YEAR 2022 to JUNE 2023

1. Weighted Heating Fuel Costs - YEAR 2022	\$ 129,703
2. Pennsylvania Average Natural Gas Price - Industrial - YEAR 2022 (1)	\$ 11.35
3. Pennsylvania Average Natural Gas Price - Industrial - JUNE 2023 (1)	\$ 8.54
4. Percent Change In Natural Gas Price ((Line 3 - Line 2) ÷ Line 2)	-24.76%
5. Presumed Heating Fuel Costs - JUNE 2023 ((Line 1 X Line 4) + Line 1)	<u>\$ 97,589</u>
6. Change in Heating Fuel Costs from YEAR 2022 to JUNE 2023 (Line 5 - Line 1)	\$ (32,114)
7. Weighted Standardization & Pasteurization (S&P) Points - YEAR 2022	<u>81,141,775</u>
8. Change in Heating Fuel Costs per S&P Point (Line 6 ÷ Line 7)	<u>\$ (0.0004)</u>

Footnote:

- Source: Pennsylvania Natural Gas Industrial Price per Energy Information Administration website.
web address = <http://tonto.eia.doe.gov/dnav/ng/hist/n3035pa3m.htm>

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2
YEAR 2022 DATA**

CONTAINER EFFICIENCY ADJUSTMENT

(A)	(B)	(C)	(D)	(E)	(F)
				<i>(C) + (D)</i>	<i>(B) x (E)</i>
Container Size	Area 2 Container Sales (Units)	Adjustment per UNIT			Dollar Effect
		Bottling	Cold Room & Delivery	Total	
GALLON	5,752,967	\$ (0.09104)	\$ (0.01565)	\$ (0.1067)	\$ (613,842)
1/2 GALLON	5,908,055	\$ (0.00316)	\$ (0.02853)	\$ (0.0317)	\$ (187,285)
QUART	2,129,335	\$ 0.04952	\$ (0.00285)	\$ 0.0467	\$ 99,440
PINT	1,933,987	\$ 0.01550	\$ 0.04783	\$ 0.0633	\$ 122,421
12 OUNCE	-	\$ -	\$ -	\$ -	\$ -
10 OUNCE	-	\$ -	\$ -	\$ -	\$ -
1/2 PINT	16,179,601	\$ 0.01492	\$ 0.00978	\$ 0.0247	\$ 399,636
4 OUNCE	209,298	\$ 0.02268	\$ 0.01870	\$ 0.0414	\$ 8,665
Bulk per Quart	1,015,732	\$ 0.15837	\$ 0.00986	\$ 0.1682	\$ 170,846
					\$ <u>(119)</u>

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**WHOLESALE PRICE BUILDUP
OCTOBER 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Wholesale Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 2.0253	\$ 0.2397	\$ 0.0508	\$ (0.1067)	\$ 1.4424	\$ 3.6515	\$ 0.1324	\$ 3.7839	\$ (0.3356)	\$ 0.9364	\$ 4.3847	\$ 4.2054	\$ 0.1793
	1/2 GALLON	\$ 1.0127	\$ 0.1875	\$ 0.0254	\$ (0.0317)	\$ 0.7212	\$ 1.9151	\$ 0.0695	\$ 1.9846	\$ (0.1678)	\$ 0.4682	\$ 2.2850	\$ 2.1956	\$ 0.0894
	QUART	\$ 0.5063	\$ 0.1835	\$ 0.0127	\$ 0.0467	\$ 0.3606	\$ 1.1098	\$ 0.0403	\$ 1.1501	\$ (0.0839)	\$ 0.2341	\$ 1.3003	\$ 1.2658	\$ 0.0345
	PINT	\$ 0.2532	\$ 0.1318	\$ 0.0063	\$ 0.0633	\$ 0.1803	\$ 0.6349	\$ 0.0230	\$ 0.6579	\$ (0.0420)	\$ 0.1171	\$ 0.7330	\$ 0.7086	\$ 0.0244
	12 OUNCE	\$ 0.1899	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1352	\$ 0.3929	\$ 0.0143	\$ 0.4072	\$ (0.0315)	\$ 0.0878	\$ 0.4635	\$ 0.4458	\$ 0.0177
	10 OUNCE	\$ 0.1582	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1127	\$ 0.3604	\$ 0.0131	\$ 0.3735	\$ (0.0262)	\$ 0.0732	\$ 0.4205	\$ 0.4059	\$ 0.0146
	1/2 PINT	\$ 0.1266	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0902	\$ 0.2844	\$ 0.0103	\$ 0.2947	\$ (0.0210)	\$ 0.0585	\$ 0.3322	\$ 0.3209	\$ 0.0113
	4 OUNCE	\$ 0.0633	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0451	\$ 0.1900	\$ 0.0069	\$ 0.1969	\$ (0.0105)	\$ 0.0293	\$ 0.2157	\$ 0.2048	\$ 0.0109
	Bulk per Quart	\$ 0.5063	\$ 0.0781	\$ 0.0127	\$ 0.1682	\$ 0.3606	\$ 1.1259	\$ 0.0408	\$ 1.1667	\$ (0.0839)	\$ 0.2341	\$ 1.3169	\$ 1.2513	\$ 0.0656
REDUCED FAT (2%) MILK	GALLON	\$ 1.6930	\$ 0.2397	\$ 0.0508	\$ (0.1067)	\$ 1.4424	\$ 3.3192	\$ 0.1204	\$ 3.4396	\$ (0.3356)	\$ 0.9364	\$ 4.0404	\$ 3.8655	\$ 0.1749
	1/2 GALLON	\$ 0.8465	\$ 0.1875	\$ 0.0254	\$ (0.0317)	\$ 0.7212	\$ 1.7489	\$ 0.0634	\$ 1.8123	\$ (0.1678)	\$ 0.4682	\$ 2.1127	\$ 2.0257	\$ 0.0870
	QUART	\$ 0.4232	\$ 0.1835	\$ 0.0127	\$ 0.0467	\$ 0.3606	\$ 1.0267	\$ 0.0372	\$ 1.0639	\$ (0.0839)	\$ 0.2341	\$ 1.2141	\$ 1.1809	\$ 0.0332
	PINT	\$ 0.2116	\$ 0.1318	\$ 0.0063	\$ 0.0633	\$ 0.1803	\$ 0.5933	\$ 0.0215	\$ 0.6148	\$ (0.0420)	\$ 0.1171	\$ 0.6899	\$ 0.6661	\$ 0.0238
	12 OUNCE	\$ 0.1587	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1352	\$ 0.3617	\$ 0.0131	\$ 0.3748	\$ (0.0315)	\$ 0.0878	\$ 0.4311	\$ 0.4139	\$ 0.0172
	10 OUNCE	\$ 0.1323	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1127	\$ 0.3345	\$ 0.0121	\$ 0.3466	\$ (0.0262)	\$ 0.0732	\$ 0.3936	\$ 0.3792	\$ 0.0144
	1/2 PINT	\$ 0.1058	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0902	\$ 0.2636	\$ 0.0096	\$ 0.2732	\$ (0.0210)	\$ 0.0585	\$ 0.3107	\$ 0.2997	\$ 0.0110
	4 OUNCE	\$ 0.0529	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0451	\$ 0.1796	\$ 0.0065	\$ 0.1861	\$ (0.0105)	\$ 0.0293	\$ 0.2049	\$ 0.1941	\$ 0.0108
	Bulk per Quart	\$ 0.4232	\$ 0.0781	\$ 0.0127	\$ 0.1682	\$ 0.3606	\$ 1.0428	\$ 0.0378	\$ 1.0806	\$ (0.0839)	\$ 0.2341	\$ 1.2308	\$ 1.1664	\$ 0.0644
LOW FAT (1%) MILK	GALLON	\$ 1.4352	\$ 0.2397	\$ 0.0508	\$ (0.1067)	\$ 1.4424	\$ 3.0614	\$ 0.1110	\$ 3.1724	\$ (0.3356)	\$ 0.9364	\$ 3.7732	\$ 3.6002	\$ 0.1730
	1/2 GALLON	\$ 0.7176	\$ 0.1875	\$ 0.0254	\$ (0.0317)	\$ 0.7212	\$ 1.6200	\$ 0.0588	\$ 1.6788	\$ (0.1678)	\$ 0.4682	\$ 1.9792	\$ 1.8930	\$ 0.0862
	QUART	\$ 0.3588	\$ 0.1835	\$ 0.0127	\$ 0.0467	\$ 0.3606	\$ 0.9623	\$ 0.0349	\$ 0.9972	\$ (0.0839)	\$ 0.2341	\$ 1.1474	\$ 1.1146	\$ 0.0328
	PINT	\$ 0.1794	\$ 0.1318	\$ 0.0063	\$ 0.0633	\$ 0.1803	\$ 0.5611	\$ 0.0204	\$ 0.5815	\$ (0.0420)	\$ 0.1171	\$ 0.6566	\$ 0.6329	\$ 0.0237
	12 OUNCE	\$ 0.1346	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1352	\$ 0.3376	\$ 0.0122	\$ 0.3498	\$ (0.0315)	\$ 0.0878	\$ 0.4061	\$ 0.3890	\$ 0.0171
	10 OUNCE	\$ 0.1121	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1127	\$ 0.3143	\$ 0.0114	\$ 0.3257	\$ (0.0262)	\$ 0.0732	\$ 0.3727	\$ 0.3585	\$ 0.0142
	1/2 PINT	\$ 0.0897	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0902	\$ 0.2475	\$ 0.0090	\$ 0.2565	\$ (0.0210)	\$ 0.0585	\$ 0.2940	\$ 0.2831	\$ 0.0109
	4 OUNCE	\$ 0.0449	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0451	\$ 0.1716	\$ 0.0062	\$ 0.1778	\$ (0.0105)	\$ 0.0293	\$ 0.1966	\$ 0.1858	\$ 0.0108
	Bulk per Quart	\$ 0.3588	\$ 0.0781	\$ 0.0127	\$ 0.1682	\$ 0.3606	\$ 0.9784	\$ 0.0355	\$ 1.0139	\$ (0.0839)	\$ 0.2341	\$ 1.1641	\$ 1.1000	\$ 0.0641
NON FAT (SKIM) MILK	GALLON	\$ 1.2246	\$ 0.2397	\$ 0.0508	\$ (0.1067)	\$ 1.4424	\$ 2.8508	\$ 0.1034	\$ 2.9542	\$ (0.3356)	\$ 0.9364	\$ 3.5550	\$ 3.3712	\$ 0.1838
	1/2 GALLON	\$ 0.6123	\$ 0.1875	\$ 0.0254	\$ (0.0317)	\$ 0.7212	\$ 1.5147	\$ 0.0549	\$ 1.5696	\$ (0.1678)	\$ 0.4682	\$ 1.8700	\$ 1.7785	\$ 0.0915
	QUART	\$ 0.3061	\$ 0.1835	\$ 0.0127	\$ 0.0467	\$ 0.3606	\$ 0.9096	\$ 0.0330	\$ 0.9426	\$ (0.0839)	\$ 0.2341	\$ 1.0928	\$ 1.0574	\$ 0.0354
	PINT	\$ 0.1531	\$ 0.1318	\$ 0.0063	\$ 0.0633	\$ 0.1803	\$ 0.5348	\$ 0.0194	\$ 0.5542	\$ (0.0420)	\$ 0.1171	\$ 0.6293	\$ 0.6042	\$ 0.0251
	12 OUNCE	\$ 0.1148	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1352	\$ 0.3178	\$ 0.0115	\$ 0.3293	\$ (0.0315)	\$ 0.0878	\$ 0.3856	\$ 0.3676	\$ 0.0180
	10 OUNCE	\$ 0.0957	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1127	\$ 0.2979	\$ 0.0108	\$ 0.3087	\$ (0.0262)	\$ 0.0732	\$ 0.3557	\$ 0.3407	\$ 0.0150
	1/2 PINT	\$ 0.0765	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0902	\$ 0.2343	\$ 0.0085	\$ 0.2428	\$ (0.0210)	\$ 0.0585	\$ 0.2803	\$ 0.2688	\$ 0.0115
	4 OUNCE	\$ 0.0383	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0451	\$ 0.1650	\$ 0.0060	\$ 0.1710	\$ (0.0105)	\$ 0.0293	\$ 0.1898	\$ 0.1787	\$ 0.0111
	Bulk per Quart	\$ 0.3061	\$ 0.0781	\$ 0.0127	\$ 0.1682	\$ 0.3606	\$ 0.9257	\$ 0.0336	\$ 0.9593	\$ (0.0839)	\$ 0.2341	\$ 1.1095	\$ 1.0428	\$ 0.0667

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0036 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**WHOLESALE PRICE BUILDUP
OCTOBER 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)	
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Wholesale Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 2.2712	\$ 0.2397	\$ 0.0508	\$ (0.1067)	\$ 1.4424	\$ 3.8974	\$ 0.1414	\$ 4.0388	\$ (0.3356)	\$ 0.9364	\$ 4.6396	\$ 4.5307	\$ 0.1089
	1/2 GALLON	\$ 1.1356	\$ 0.1875	\$ 0.0254	\$ (0.0317)	\$ 0.7212	\$ 2.0380	\$ 0.0739	\$ 2.1119	\$ (0.1678)	\$ 0.4682	\$ 2.4123	\$ 2.3583	\$ 0.0540
	QUART	\$ 0.5678	\$ 0.1835	\$ 0.0127	\$ 0.0467	\$ 0.3606	\$ 1.1713	\$ 0.0425	\$ 1.2138	\$ (0.0839)	\$ 0.2341	\$ 1.3640	\$ 1.3472	\$ 0.0168
	PINT	\$ 0.2839	\$ 0.1318	\$ 0.0063	\$ 0.0633	\$ 0.1803	\$ 0.6656	\$ 0.0241	\$ 0.6897	\$ (0.0420)	\$ 0.1171	\$ 0.7648	\$ 0.7492	\$ 0.0156
	12 OUNCE	\$ 0.2129	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1352	\$ 0.4159	\$ 0.0151	\$ 0.4310	\$ (0.0315)	\$ 0.0878	\$ 0.4873	\$ 0.4763	\$ 0.0110
	10 OUNCE	\$ 0.1774	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1127	\$ 0.3796	\$ 0.0138	\$ 0.3934	\$ (0.0262)	\$ 0.0732	\$ 0.4404	\$ 0.4312	\$ 0.0092
	1/2 PINT	\$ 0.1420	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0902	\$ 0.2998	\$ 0.0109	\$ 0.3107	\$ (0.0210)	\$ 0.0585	\$ 0.3482	\$ 0.3413	\$ 0.0069
	4 OUNCE	\$ 0.0710	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0451	\$ 0.1977	\$ 0.0072	\$ 0.2049	\$ (0.0105)	\$ 0.0293	\$ 0.2237	\$ 0.2150	\$ 0.0087
	Bulk per Quart	\$ 0.5678	\$ 0.0781	\$ 0.0127	\$ 0.1682	\$ 0.3606	\$ 1.1874	\$ 0.0431	\$ 1.2305	\$ (0.0839)	\$ 0.2341	\$ 1.3807	\$ 1.3327	\$ 0.0480
FLAVORED REDUCED FAT MILK	GALLON	\$ 1.6936	\$ 0.2397	\$ 0.0508	\$ (0.1067)	\$ 1.4424	\$ 3.3198	\$ 0.1204	\$ 3.4402	\$ (0.3356)	\$ 0.9364	\$ 4.0410	\$ 3.8568	\$ 0.1842
	1/2 GALLON	\$ 0.8468	\$ 0.1875	\$ 0.0254	\$ (0.0317)	\$ 0.7212	\$ 1.7492	\$ 0.0634	\$ 1.8126	\$ (0.1678)	\$ 0.4682	\$ 2.1130	\$ 2.0213	\$ 0.0917
	QUART	\$ 0.4234	\$ 0.1835	\$ 0.0127	\$ 0.0467	\$ 0.3606	\$ 1.0269	\$ 0.0372	\$ 1.0641	\$ (0.0839)	\$ 0.2341	\$ 1.2143	\$ 1.1787	\$ 0.0356
	PINT	\$ 0.2117	\$ 0.1318	\$ 0.0063	\$ 0.0633	\$ 0.1803	\$ 0.5934	\$ 0.0215	\$ 0.6149	\$ (0.0420)	\$ 0.1171	\$ 0.6900	\$ 0.6649	\$ 0.0251
	12 OUNCE	\$ 0.1588	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1352	\$ 0.3618	\$ 0.0131	\$ 0.3749	\$ (0.0315)	\$ 0.0878	\$ 0.4312	\$ 0.4132	\$ 0.0180
	10 OUNCE	\$ 0.1323	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1127	\$ 0.3345	\$ 0.0121	\$ 0.3466	\$ (0.0262)	\$ 0.0732	\$ 0.3936	\$ 0.3786	\$ 0.0150
	1/2 PINT	\$ 0.1059	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0902	\$ 0.2637	\$ 0.0096	\$ 0.2733	\$ (0.0210)	\$ 0.0585	\$ 0.3108	\$ 0.2992	\$ 0.0116
	4 OUNCE	\$ 0.0529	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0451	\$ 0.1796	\$ 0.0065	\$ 0.1861	\$ (0.0105)	\$ 0.0293	\$ 0.2049	\$ 0.1939	\$ 0.0110
	Bulk per Quart	\$ 0.4234	\$ 0.0781	\$ 0.0127	\$ 0.1682	\$ 0.3606	\$ 1.0430	\$ 0.0378	\$ 1.0808	\$ (0.0839)	\$ 0.2341	\$ 1.2310	\$ 1.1642	\$ 0.0668
FLAVORED NONFAT MILK	GALLON	\$ 1.3312	\$ 0.2397	\$ 0.0508	\$ (0.1067)	\$ 1.4424	\$ 2.9574	\$ 0.1073	\$ 3.0647	\$ (0.3356)	\$ 0.9364	\$ 3.6655	\$ 3.5011	\$ 0.1644
	1/2 GALLON	\$ 0.6656	\$ 0.1875	\$ 0.0254	\$ (0.0317)	\$ 0.7212	\$ 1.5680	\$ 0.0569	\$ 1.6249	\$ (0.1678)	\$ 0.4682	\$ 1.9253	\$ 1.8435	\$ 0.0818
	QUART	\$ 0.3328	\$ 0.1835	\$ 0.0127	\$ 0.0467	\$ 0.3606	\$ 0.9363	\$ 0.0340	\$ 0.9703	\$ (0.0839)	\$ 0.2341	\$ 1.1205	\$ 1.0898	\$ 0.0307
	PINT	\$ 0.1664	\$ 0.1318	\$ 0.0063	\$ 0.0633	\$ 0.1803	\$ 0.5481	\$ 0.0199	\$ 0.5680	\$ (0.0420)	\$ 0.1171	\$ 0.6431	\$ 0.6205	\$ 0.0226
	12 OUNCE	\$ 0.1248	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1352	\$ 0.3278	\$ 0.0119	\$ 0.3397	\$ (0.0315)	\$ 0.0878	\$ 0.3960	\$ 0.3798	\$ 0.0162
	10 OUNCE	\$ 0.1040	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1127	\$ 0.3062	\$ 0.0111	\$ 0.3173	\$ (0.0262)	\$ 0.0732	\$ 0.3643	\$ 0.3508	\$ 0.0135
	1/2 PINT	\$ 0.0832	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0902	\$ 0.2410	\$ 0.0087	\$ 0.2497	\$ (0.0210)	\$ 0.0585	\$ 0.2872	\$ 0.2770	\$ 0.0102
	4 OUNCE	\$ 0.0416	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0451	\$ 0.1683	\$ 0.0061	\$ 0.1744	\$ (0.0105)	\$ 0.0293	\$ 0.1932	\$ 0.1827	\$ 0.0105
	Bulk per Quart	\$ 0.3328	\$ 0.0781	\$ 0.0127	\$ 0.1682	\$ 0.3606	\$ 0.9524	\$ 0.0345	\$ 0.9869	\$ (0.0839)	\$ 0.2341	\$ 1.1371	\$ 1.0753	\$ 0.0618
BUTTERMILK	GALLON	\$ 1.8800	\$ 0.2397	\$ 0.0508	\$ (0.1067)	\$ 1.4424	\$ 3.5062	\$ 0.1272	\$ 3.6334	\$ (0.3356)	\$ 0.9364	\$ 4.2342	\$ 4.0557	\$ 0.1785
	1/2 GALLON	\$ 0.9400	\$ 0.1875	\$ 0.0254	\$ (0.0317)	\$ 0.7212	\$ 1.8424	\$ 0.0668	\$ 1.9092	\$ (0.1678)	\$ 0.4682	\$ 2.2096	\$ 2.1208	\$ 0.0888
	QUART	\$ 0.4700	\$ 0.1835	\$ 0.0127	\$ 0.0467	\$ 0.3606	\$ 1.0735	\$ 0.0389	\$ 1.1124	\$ (0.0839)	\$ 0.2341	\$ 1.2626	\$ 1.2284	\$ 0.0342
	PINT	\$ 0.2350	\$ 0.1318	\$ 0.0063	\$ 0.0633	\$ 0.1803	\$ 0.6167	\$ 0.0224	\$ 0.6391	\$ (0.0420)	\$ 0.1171	\$ 0.7142	\$ 0.6898	\$ 0.0244
	12 OUNCE	\$ 0.1763	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1352	\$ 0.3793	\$ 0.0138	\$ 0.3931	\$ (0.0315)	\$ 0.0878	\$ 0.4494	\$ 0.4318	\$ 0.0176
	10 OUNCE	\$ 0.1469	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1127	\$ 0.3491	\$ 0.0127	\$ 0.3618	\$ (0.0262)	\$ 0.0732	\$ 0.4088	\$ 0.3942	\$ 0.0146
	1/2 PINT	\$ 0.1175	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0902	\$ 0.2753	\$ 0.0100	\$ 0.2853	\$ (0.0210)	\$ 0.0585	\$ 0.3228	\$ 0.3116	\$ 0.0112
	4 OUNCE	\$ 0.0588	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0451	\$ 0.1855	\$ 0.0067	\$ 0.1922	\$ (0.0105)	\$ 0.0293	\$ 0.2110	\$ 0.2001	\$ 0.0109
	Bulk per Quart	\$ 0.4700	\$ 0.0781	\$ 0.0127	\$ 0.1682	\$ 0.3606	\$ 1.0896	\$ 0.0395	\$ 1.1291	\$ (0.0839)	\$ 0.2341	\$ 1.2793	\$ 1.2139	\$ 0.0654

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0036 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**WHOLESALE PRICE BUILDUP
OCTOBER 2023 MILK PRICES**

	A EX. 6	B EX. 3	C EXS. 7, 8 & 9 ⁽¹⁾	D EX. 10	E EX. 2	F (A+B+C+D+E)	G	H (F + G)	I	J	K (H + I + J)	L	M (K - L)
Container Size	Milk Cost	Container Cost	Cost Update & Energy Add-On Adjustments	Container Efficiency Adjustment	Processing Cost	Average Delivered Cost	Profit at 3.50%	Price with Profit	Less: Average Delivery	Plus: High Cost Delivery	Proposed Wholesale Price	Current Wholesale Price	Wholesale Increase (Decrease)

EGG NOG	GALLON	\$ 4.7240	\$ 0.2397	\$ 0.0508	\$ (0.1067)	\$ 1.4424	\$ 6.3502	\$ 0.2303	\$ 6.5805	\$ (0.3356)	\$ 0.9364	\$ 7.1813	\$ 8.0466	\$ (0.8653)
	1/2 GALLON	\$ 2.3620	\$ 0.1875	\$ 0.0254	\$ (0.0317)	\$ 0.7212	\$ 3.2644	\$ 0.1184	\$ 3.3828	\$ (0.1678)	\$ 0.4682	\$ 3.6832	\$ 4.1163	\$ (0.4331)
	QUART	\$ 1.1810	\$ 0.1835	\$ 0.0127	\$ 0.0467	\$ 0.3606	\$ 1.7845	\$ 0.0647	\$ 1.8492	\$ (0.0839)	\$ 0.2341	\$ 1.9994	\$ 2.2262	\$ (0.2268)
	PINT	\$ 0.5905	\$ 0.1318	\$ 0.0063	\$ 0.0633	\$ 0.1803	\$ 0.9722	\$ 0.0353	\$ 1.0075	\$ (0.0420)	\$ 0.1171	\$ 1.0826	\$ 1.1887	\$ (0.1061)
	12 OUNCE	\$ 0.4429	\$ 0.0630	\$ 0.0048	\$ -	\$ 0.1352	\$ 0.6459	\$ 0.0234	\$ 0.6693	\$ (0.0315)	\$ 0.0878	\$ 0.7256	\$ 0.8059	\$ (0.0803)
	10 OUNCE	\$ 0.3691	\$ 0.0855	\$ 0.0040	\$ -	\$ 0.1127	\$ 0.5713	\$ 0.0207	\$ 0.5920	\$ (0.0262)	\$ 0.0732	\$ 0.6390	\$ 0.7060	\$ (0.0670)
	1/2 PINT	\$ 0.2953	\$ 0.0397	\$ 0.0032	\$ 0.0247	\$ 0.0902	\$ 0.4531	\$ 0.0164	\$ 0.4695	\$ (0.0210)	\$ 0.0585	\$ 0.5070	\$ 0.5610	\$ (0.0540)
	4 OUNCE	\$ 0.1476	\$ 0.0386	\$ 0.0016	\$ 0.0414	\$ 0.0451	\$ 0.2743	\$ 0.0099	\$ 0.2842	\$ (0.0105)	\$ 0.0293	\$ 0.3030	\$ 0.3248	\$ (0.0218)
	Bulk per Quart	\$ 1.1810	\$ 0.0781	\$ 0.0127	\$ 0.1682	\$ 0.3606	\$ 1.8006	\$ 0.0653	\$ 1.8659	\$ (0.0839)	\$ 0.2341	\$ 2.0161	\$ 2.2117	\$ (0.1956)

Footnote:

1, per O.G.O. A-972, also includes an adjustment for the 'Discount Effect' in the amount of -\$0.0036 per quart equivalent.

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP
OCTOBER 2023 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
STANDARD (WHOLE) MILK	GALLON	\$ 4.3847	\$ (0.5919)	\$ 0.5179	\$ 0.1196	\$ 4.43	\$ 4.27	\$ 0.16
	1/2 GALLON	\$ 2.2850	\$ (0.3085)	\$ 0.3105	\$ 0.0635	\$ 2.35	\$ 2.27	\$ 0.08
	QUART	\$ 1.3003	\$ (0.1755)	\$ 0.2074	\$ 0.0370	\$ 1.37	\$ 1.34	\$ 0.03
	PINT	\$ 0.7330	\$ (0.0990)	\$ 0.1911	\$ 0.0229	\$ 0.85	\$ 0.83	\$ 0.02
	12 OUNCE	\$ 0.4635	\$ (0.0626)	\$ 0.1434	\$ 0.0151	\$ 0.56	\$ 0.54	\$ 0.02
	10 OUNCE	\$ 0.4205	\$ (0.0568)	\$ 0.1195	\$ 0.0134	\$ 0.50	\$ 0.48	\$ 0.02
	1/2 PINT	\$ 0.3322	\$ (0.0448)	\$ 0.1086	\$ 0.0110	\$ 0.41	\$ 0.40	\$ 0.01
	4 OUNCE	\$ 0.2157	\$ (0.0291)	\$ 0.0544	\$ 0.0067	\$ 0.25	\$ 0.24	\$ 0.01
	Bulk per Quart	\$ 1.3169	\$ (0.1778)	\$ 0.2074	\$ 0.0374	\$ 1.38	\$ 1.33	\$ 0.05
	REDUCED FAT (2%) MILK	GALLON	\$ 4.0404	\$ (0.5455)	\$ 0.5179	\$ 0.1114	\$ 4.12	\$ 3.97
1/2 GALLON		\$ 2.1127	\$ (0.2852)	\$ 0.3105	\$ 0.0593	\$ 2.20	\$ 2.12	\$ 0.08
QUART		\$ 1.2141	\$ (0.1639)	\$ 0.2074	\$ 0.0349	\$ 1.29	\$ 1.26	\$ 0.03
PINT		\$ 0.6899	\$ (0.0931)	\$ 0.1911	\$ 0.0219	\$ 0.81	\$ 0.79	\$ 0.02
12 OUNCE		\$ 0.4311	\$ (0.0582)	\$ 0.1434	\$ 0.0143	\$ 0.53	\$ 0.52	\$ 0.01
10 OUNCE		\$ 0.3936	\$ (0.0531)	\$ 0.1195	\$ 0.0128	\$ 0.47	\$ 0.46	\$ 0.01
1/2 PINT		\$ 0.3107	\$ (0.0419)	\$ 0.1086	\$ 0.0105	\$ 0.39	\$ 0.38	\$ 0.01
4 OUNCE		\$ 0.2049	\$ (0.0277)	\$ 0.0544	\$ 0.0064	\$ 0.24	\$ 0.23	\$ 0.01
Bulk per Quart		\$ 1.2308	\$ (0.1662)	\$ 0.2074	\$ 0.0353	\$ 1.31	\$ 1.25	\$ 0.06
LOW FAT (1%) MILK		GALLON	\$ 3.7732	\$ (0.5094)	\$ 0.5179	\$ 0.1049	\$ 3.89	\$ 3.73
	1/2 GALLON	\$ 1.9792	\$ (0.2672)	\$ 0.3105	\$ 0.0561	\$ 2.08	\$ 2.00	\$ 0.08
	QUART	\$ 1.1474	\$ (0.1549)	\$ 0.2074	\$ 0.0333	\$ 1.23	\$ 1.20	\$ 0.03
	PINT	\$ 0.6566	\$ (0.0886)	\$ 0.1911	\$ 0.0211	\$ 0.78	\$ 0.76	\$ 0.02
	12 OUNCE	\$ 0.4061	\$ (0.0548)	\$ 0.1434	\$ 0.0137	\$ 0.51	\$ 0.49	\$ 0.02
	10 OUNCE	\$ 0.3727	\$ (0.0503)	\$ 0.1195	\$ 0.0123	\$ 0.45	\$ 0.44	\$ 0.01
	1/2 PINT	\$ 0.2940	\$ (0.0397)	\$ 0.1086	\$ 0.0101	\$ 0.37	\$ 0.36	\$ 0.01
	4 OUNCE	\$ 0.1966	\$ (0.0265)	\$ 0.0544	\$ 0.0062	\$ 0.23	\$ 0.22	\$ 0.01
	Bulk per Quart	\$ 1.1641	\$ (0.1572)	\$ 0.2074	\$ 0.0337	\$ 1.25	\$ 1.19	\$ 0.06
	NON FAT (SKIM) MILK	GALLON	\$ 3.5550	\$ (0.4799)	\$ 0.5179	\$ 0.0997	\$ 3.69	\$ 3.53
1/2 GALLON		\$ 1.8700	\$ (0.2525)	\$ 0.3105	\$ 0.0535	\$ 1.98	\$ 1.90	\$ 0.08
QUART		\$ 1.0928	\$ (0.1475)	\$ 0.2074	\$ 0.0320	\$ 1.18	\$ 1.15	\$ 0.03
PINT		\$ 0.6293	\$ (0.0850)	\$ 0.1911	\$ 0.0204	\$ 0.76	\$ 0.73	\$ 0.03
12 OUNCE		\$ 0.3856	\$ (0.0521)	\$ 0.1434	\$ 0.0132	\$ 0.49	\$ 0.47	\$ 0.02
10 OUNCE		\$ 0.3557	\$ (0.0480)	\$ 0.1195	\$ 0.0119	\$ 0.44	\$ 0.43	\$ 0.01
1/2 PINT		\$ 0.2803	\$ (0.0378)	\$ 0.1086	\$ 0.0097	\$ 0.36	\$ 0.35	\$ 0.01
4 OUNCE		\$ 0.1898	\$ (0.0256)	\$ 0.0544	\$ 0.0061	\$ 0.22	\$ 0.21	\$ 0.01
Bulk per Quart		\$ 1.1095	\$ (0.1498)	\$ 0.2074	\$ 0.0324	\$ 1.20	\$ 1.14	\$ 0.06

PENNSYLVANIA MILK MARKETING BOARD

MILK MARKETING AREA 2

**RETAIL PRICE BUILDUP
OCTOBER 2023 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
FLAVORED MILK	GALLON	\$ 4.6396	\$ (0.6263)	\$ 0.5179	\$ 0.1257	\$ 4.66	\$ 4.56	\$ 0.10
	1/2 GALLON	\$ 2.4123	\$ (0.3257)	\$ 0.3105	\$ 0.0665	\$ 2.46	\$ 2.42	\$ 0.04
	QUART	\$ 1.3640	\$ (0.1841)	\$ 0.2074	\$ 0.0385	\$ 1.43	\$ 1.41	\$ 0.02
	PINT	\$ 0.7648	\$ (0.1032)	\$ 0.1911	\$ 0.0237	\$ 0.88	\$ 0.86	\$ 0.02
	12 OUNCE	\$ 0.4873	\$ (0.0658)	\$ 0.1434	\$ 0.0157	\$ 0.58	\$ 0.57	\$ 0.01
	10 OUNCE	\$ 0.4404	\$ (0.0595)	\$ 0.1195	\$ 0.0139	\$ 0.51	\$ 0.51	\$ -
	1/2 PINT	\$ 0.3482	\$ (0.0470)	\$ 0.1086	\$ 0.0114	\$ 0.42	\$ 0.42	\$ -
	4 OUNCE	\$ 0.2237	\$ (0.0302)	\$ 0.0544	\$ 0.0069	\$ 0.25	\$ 0.25	\$ -
	Bulk per Quart	\$ 1.3807	\$ (0.1864)	\$ 0.2074	\$ 0.0389	\$ 1.44	\$ 1.40	\$ 0.04
FLAVORED REDUCED FAT MILK	GALLON	\$ 4.0410	\$ (0.5455)	\$ 0.5179	\$ 0.1114	\$ 4.12	\$ 3.96	\$ 0.16
	1/2 GALLON	\$ 2.1130	\$ (0.2853)	\$ 0.3105	\$ 0.0593	\$ 2.20	\$ 2.12	\$ 0.08
	QUART	\$ 1.2143	\$ (0.1639)	\$ 0.2074	\$ 0.0349	\$ 1.29	\$ 1.26	\$ 0.03
	PINT	\$ 0.6900	\$ (0.0932)	\$ 0.1911	\$ 0.0219	\$ 0.81	\$ 0.79	\$ 0.02
	12 OUNCE	\$ 0.4312	\$ (0.0582)	\$ 0.1434	\$ 0.0143	\$ 0.53	\$ 0.51	\$ 0.02
	10 OUNCE	\$ 0.3936	\$ (0.0531)	\$ 0.1195	\$ 0.0128	\$ 0.47	\$ 0.46	\$ 0.01
	1/2 PINT	\$ 0.3108	\$ (0.0420)	\$ 0.1086	\$ 0.0105	\$ 0.39	\$ 0.38	\$ 0.01
	4 OUNCE	\$ 0.2049	\$ (0.0277)	\$ 0.0544	\$ 0.0064	\$ 0.24	\$ 0.23	\$ 0.01
	Bulk per Quart	\$ 1.2310	\$ (0.1662)	\$ 0.2074	\$ 0.0353	\$ 1.31	\$ 1.25	\$ 0.06
FLAVORED NONFAT MILK	GALLON	\$ 3.6655	\$ (0.4948)	\$ 0.5179	\$ 0.1024	\$ 3.79	\$ 3.64	\$ 0.15
	1/2 GALLON	\$ 1.9253	\$ (0.2599)	\$ 0.3105	\$ 0.0548	\$ 2.03	\$ 1.96	\$ 0.07
	QUART	\$ 1.1205	\$ (0.1513)	\$ 0.2074	\$ 0.0326	\$ 1.21	\$ 1.18	\$ 0.03
	PINT	\$ 0.6431	\$ (0.0868)	\$ 0.1911	\$ 0.0207	\$ 0.77	\$ 0.75	\$ 0.02
	12 OUNCE	\$ 0.3960	\$ (0.0535)	\$ 0.1434	\$ 0.0135	\$ 0.50	\$ 0.49	\$ 0.01
	10 OUNCE	\$ 0.3643	\$ (0.0492)	\$ 0.1195	\$ 0.0121	\$ 0.45	\$ 0.43	\$ 0.02
	1/2 PINT	\$ 0.2872	\$ (0.0388)	\$ 0.1086	\$ 0.0099	\$ 0.37	\$ 0.36	\$ 0.01
	4 OUNCE	\$ 0.1932	\$ (0.0261)	\$ 0.0544	\$ 0.0061	\$ 0.23	\$ 0.22	\$ 0.01
	Bulk per Quart	\$ 1.1371	\$ (0.1535)	\$ 0.2074	\$ 0.0330	\$ 1.22	\$ 1.17	\$ 0.05
BUTTERMILK	GALLON	\$ 4.2342	\$ (0.5716)	\$ 0.5179	\$ 0.1160	\$ 4.30	\$ 4.14	\$ 0.16
	1/2 GALLON	\$ 2.2096	\$ (0.2983)	\$ 0.3105	\$ 0.0617	\$ 2.28	\$ 2.20	\$ 0.08
	QUART	\$ 1.2626	\$ (0.1705)	\$ 0.2074	\$ 0.0361	\$ 1.34	\$ 1.31	\$ 0.03
	PINT	\$ 0.7142	\$ (0.0964)	\$ 0.1911	\$ 0.0224	\$ 0.83	\$ 0.81	\$ 0.02
	12 OUNCE	\$ 0.4494	\$ (0.0607)	\$ 0.1434	\$ 0.0148	\$ 0.55	\$ 0.53	\$ 0.02
	10 OUNCE	\$ 0.4088	\$ (0.0552)	\$ 0.1195	\$ 0.0131	\$ 0.49	\$ 0.47	\$ 0.02
	1/2 PINT	\$ 0.3228	\$ (0.0436)	\$ 0.1086	\$ 0.0108	\$ 0.40	\$ 0.39	\$ 0.01
	4 OUNCE	\$ 0.2110	\$ (0.0285)	\$ 0.0544	\$ 0.0066	\$ 0.24	\$ 0.23	\$ 0.01
Bulk per Quart	\$ 1.2793	\$ (0.1727)	\$ 0.2074	\$ 0.0365	\$ 1.35	\$ 1.29	\$ 0.06	

**PENNSYLVANIA MILK MARKETING BOARD
MILK MARKETING AREA 2**

**RETAIL PRICE BUILDUP
OCTOBER 2023 PRICES**

	A EX. 10	B	C	D	E (A+B+C+D)	F	G (E - F)	
Container Size	Proposed Wholesale Price	Deepest Discount 13.50%	In-Store Handling	Store Profit 2.7%	Proposed Retail Price	Current Retail Price	Increase (Decrease)	
EGG NOG	GALLON	\$ 7.1813	\$ (0.9695)	\$ 0.5179	\$ 0.1867	\$ 7.19	\$ 8.05	\$ (0.86)
	1/2 GALLON	\$ 3.6832	\$ (0.4972)	\$ 0.3105	\$ 0.0970	\$ 3.69	\$ 4.12	\$ (0.43)
	QUART	\$ 1.9994	\$ (0.2699)	\$ 0.2074	\$ 0.0537	\$ 2.01	\$ 2.23	\$ (0.22)
	PINT	\$ 1.0826	\$ (0.1462)	\$ 0.1911	\$ 0.0313	\$ 1.16	\$ 1.25	\$ (0.09)
	12 OUNCE	\$ 0.7256	\$ (0.0980)	\$ 0.1434	\$ 0.0214	\$ 0.79	\$ 0.86	\$ (0.07)
	10 OUNCE	\$ 0.6390	\$ (0.0863)	\$ 0.1195	\$ 0.0187	\$ 0.69	\$ 0.75	\$ (0.06)
	1/2 PINT	\$ 0.5070	\$ (0.0684)	\$ 0.1086	\$ 0.0152	\$ 0.56	\$ 0.61	\$ (0.05)
	4 OUNCE	\$ 0.3030	\$ (0.0409)	\$ 0.0544	\$ 0.0088	\$ 0.33	\$ 0.34	\$ (0.01)
	Bulk per Quart	\$ 2.0161	\$ (0.2722)	\$ 0.2074	\$ 0.0541	\$ 2.03	\$ 2.22	\$ (0.19)